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Message Text

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60
ORIGIN AGR-08

INFO OCT-01 EUR-12 ISO-00 EB-07 SS-15 FEA-01 CEA-01

CIAE-00 COME-00 DODE-00 FRB-03 H-02 INR-07 L-03

LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 STR-04

TAR-01 TRSE-00 USIA-06 PRS-01 SP-02 OMB-01 EA-07 /098 R

DRAFTED BY USDA/FAS:HRWEBB
APPROVED BY EB/ORF/OFP:JAPLACKE
USDA:REBELL
USDA/FAS:DNOVOTNY:REULER
USDA:BMEEKER:JBESHOAR
EUR:JAARMITAGE
C:WTSHINN (DRAFT)
S/S:RKUCHEL
E:DHINTON
---------- 064598
P 022254Z SEP 75
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW PRIORITY

C O N F I D E N T I A L STATE 208238

E.O. 11652:GDS

TAGS: EAGR, UR

SUBJECT: DISCUSSION WITH EXPORTKHLEB

REF: MOSCOW 11632

1. WASHINGTON AGENCIES APPRECIATE COMPREHENSIVE REPORT CONTAINED IN REFTEL ON CONVERSATION BETWEEN AGRICULTURAL ATTACHE AND PERSHIN.

2. WE DO NOT CONCUR IN PERSHIN'S STATEMENT REPORTED IN PARAGRAPH 2 OF REFTEL THAT SOVIETS APPROACH THE U.S. CONFIDENTIAL

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GRAIN MARKET AS ANY OTHER BUYER WOULD. OTHER LARGER BUYERS, PARTICULARLY JAPAN AND THE EUROPEAN COMMUNITY, HAVE CONSULTED CLOSELY WITH USG ON THEIR LIKELY IMPORT REQUIREMENTS AND PURCHASE INTENTIONS. ON THE OTHER HAND

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THE USSR HAS CONSISTENTLY REFUSED TO PROVIDE US WITH
CURRENT CROP ESTIMATES OR PURCHASE INTENTIONS.WE BELIEVE
THAT NEGATIVE RESPONSES TO SOVIET GRAIN PURCHASES IN THE
U.S. PRESS AND CONSUMER REACTION IN THIS COUNTRY ARE
IN PART CAUSED BY SOVIET PRACTICES MENTIONED ABOVE.

3. DETAILS OF U.S.-JAPAN LONG-TERM TRADE ARRANGEMENTS
WERE CONTAINED IN USDA PRESS RELEASE 2351-75, COPY OF
WHICH ALREADY SENT TO POST AND SECOND COPY BEING FORWARDED

BY AIR POUCH TODAY. POST MAY WISH ADVISE PERSHIN THAT
ARRANGEMENTS WITH JAPAN ARE NOT A FIRM COMMITMENT SUCH
AS ACTUAL CONTRACT. JAPANESE HAVE SUGGESTED ESTABLISHMENT
OF TRADE TARGETS FOR THE COMING THREE YEARS OF 3 MILLION
METRIC TONS WHEAT, 8 MILLION METRIC TONS FEEDGRAINS, AND
3 MILLION METRIC TONS SOYBEANS WITH SPECIFIC QUANTITY
GOALS TO BE REVIEWED AT LEAST ANNUALLY. U.S. HAS STATED
ITS FULL INTENTIONS OF MEETING NEEDS OF TRADITIONAL
CUSTOMERS, SUCH AS JAPAN. WHILE NOT LEGALLY BINDING,
THESE ARRANGEMENTS ARE MOST HELPFUL TO USDA IN ESTIMATING
LIKELY FUTURE LEVEL OF TRADE AND IN ADVISING U.S. PRODUCERS
ON LIKELY SIZE OF MARKET FOR THEIR GRAIN AND SOYBEAN.
SIMILAR INDICATIONS OF FUTURE NEEDS BY USSR WOULD BE MOST
HELPFUL AND WOULD GREATLY ALLEVIATE NEGATIVE REACTIONS IN
U.S. CAUSED BY PRESENT SOVIET PROCEDURES.

4. WE COMMEND AGRICULTURAL ATTACHE FOR STRESSING IMPORTANCE
OF USSR PROVIDING US WITH FORWARD ESTIMATES OF PRODUCTION
AND TRADE. AS POINTED OUT IN PARAGRAPH 8 OF REFTEL, WE
NEED TIMELY CROP ESTIMATES REVISED AT LEAST MONTHLY FROM
USSR. FINAL FIGURES TO BE PROVIDED IN SEPTEMBER OR
OCTOBER ARE NO SUBSTITUTE. SOVIET POSITION THAT THEY ARE
RELUCTANT TO PROVIDE US WITH PRELIMINARY CROP ESTIMATES
BECAUSE FIGURES MAY PROVE TO BE WRONG IS INHERENTLY
ILLOGICAL. WE RECOGNIZE THAT ALL CROP ESTIMATES IN
ADVANCE OF FINAL HARVEST ARE BASED UPON CONDITIONS AS
OF A SPECIFIED DATE AND ASSUMED CONDITIONS THEREAFTER.
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USSR OBVIOUSLY PLACED ENOUGH CREDENCE UPON THEIR ANALYSIS
OF DOMESTIC GRAIN PROSPECTS IN MID-SUMMER TO PURCHASE
AROUND 15 MILLION METRIC TONS FROM VARIOUS SOURCES
INCLUDING USA. IF THEIR CROP ESTIMATES ARE ACCURATE
ENOUGH FOR THAT PURPOSE, THEY ARE ACCURATE ENOUGH TO MEET
OUR REQUIREMENTS ALSO. ROBINSON

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<< END OF DOCUMENT >>

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